



architectural
ironmongery
journal

no.149 issue 2 2013

advancing architectural ironmongery



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Stay legal with Declaration
of Performance

POWERMATIC®

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When fire performance matters



Hotels



Education



Equality Act



Healthcare



Commercial



Housing

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NEED TO GET IN TOUCH?

For all **editorial, advertising** or
production queries see our **contacts**
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of this issue.

At this year's GAI AGM and Conference there were plenty of reasons to be cheerful - the announcement of a new Foundation Module on the GAI's education programme, growing success in the Fire Door Inspection Scheme, growth at the Institute with plans for a new branch in Dubai, new student evenings and a 'pop up' branch in East Anglia, and excellent work on helping members comply with requirements for Declarations of Performance by the GAI - a significant membership service.

Not least among the cheerful news was the economic forecast from guest speaker John Tebbit, Industry Affairs Director and Deputy Chief Executive of the Construction Products Association (CPA). While he admitted that the construction industry was still bumping along, he predicted that things would start to improve towards the end of 2013 and that growth would start in earnest, in most sectors, in 2014. The end might actually be in sight! Still some hard times to plough through, but surely that must be light we can all see at the end of this tunnel.

The architectural ironmongery trade has suffered in the same way as the rest of the building industry. But most are still standing. Testimony to hard work, entrepreneurial spirit, and ingenuity. If the CPA's predictions are right, we may start to see brighter times soon.



Helen Curry



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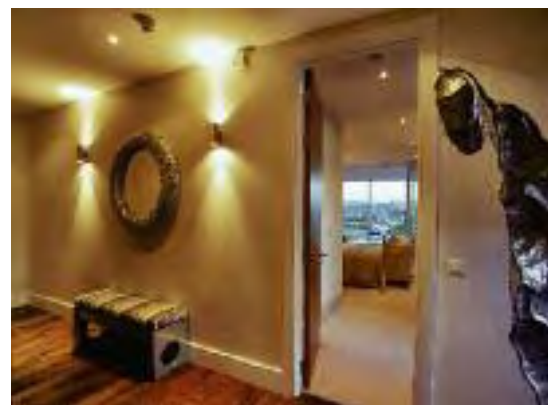
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industry news

Jubilee year at GEZE...New Borg
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aijdiary dates

ON NOW

InsideFlows: The Superuse Approach to Design

Date: 4 June – 31 July 2013. Tuesday
to Saturday 12pm–6pm

Venue: The Architecture Foundation,
136–148 Tooley St, London SE1 2TU

Description: Working towards a
systemic understanding of the
working flows in our environment,
Rotterdam-based architecture office
Superuse Studios investigates ways
of giving resource flows a positive
contribution to design, delivering
innovative and sustainable solutions
that respond to user needs and
client interests.

Chromazone: Colour in Contemporary Architecture

Date: Until 21 July 2013

Venue: Victoria and Albert Museum
Cromwell Road, London SW7 2RL

Description: The innovative use of
colour is a major trend in today's
architecture. This display features
key projects by major architects,
who use colour to create identity,
define space and heighten our
experience of a building.

100% Design

Date: 18 – 21 September 2013

Venue: Earls Court, London

Description: the UK's largest design
trade event with over 25,000 visitors
including architects, interior
designers, retailers and designers.
100% Design is the biggest event in
the London Design Festival.
Contact:
info@100percentdesign.co.uk



150 NOT OUT

It's a jubilee year for GEZE UK, as its German parent company celebrates 150 years as a family business.

To celebrate this milestone, GEZE is launching a microsite at www.150-years-geze.com to showcase the jubilee activities and fundraising campaigns taking place across the world. It features a rare collection of historic advertising posters, pictures and films; a unique chance to learn more about GEZE's fascinating history.

Promoting the theme 'GEZE in motion since 1863', GEZE UK will also be featuring a special anniversary logo on all its communications during 2013. GEZE UK's managing director Kaz Spiewakowski explained: "This is a wonderful opportunity to celebrate the progress that GEZE has made over the last 150 years, but the focus for all of us is on the future. The motto sums up our forward momentum well, while reflecting the key benefit of our product range, which sets doors and windows in motion."

UP TO DATE INFO FROM BORG

Borg has revealed its new website with up to date product info and new news feeds to keep you informed of the latest goings on in the world of Borg locks. Available for download on the website is the latest catalogue from Borg. With high quality pictures of all the latest Digital locks and accessories, copies are available in either hard copy free of charge or download from the Borg website borglocks.com.

NEW ASSA ABLOY TEST LAB

ASSA ABLOY's UKAS accredited performance testing laboratory offers independent and unbiased testing to the industry's key performance standards.

With over 30 years experience, the test lab employs a wide range of bespoke and exclusively developed testing methods to assess the performance and integrity of security and hardware products.

The midlands-based facility can provide designers and manufacturers with, amongst others, BSEN, BS and PAS accredited testing for door sets, locks, door furniture and hardware to be applied in a variety of market sectors, including residential and commercial facilities. In addition, detention locking can be tested to ASTM, NIJ and other industry recognised standards methods.

Validating both security and durability tests at the site include temperature extremes, weather tests such as wind loads, resistance to salt spray and humidity, as well as operating forces and saw, drill and chisel attack.

ASSA ABLOY currently report to UKAS accredited standards and a notified body under the construction products directive, the performance testing laboratory offers over 160 individual testing criteria across 13 product categories. Comprehensive reports and sample photography are supplied to all clients.



NEW

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(2 & 3 point locking options available)

AR8802 Reversible Panic Latch

AR8808 Combination Unit for Double Rebated Doors

AR8805 & AR8806 Outside Access Devices

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- All are suitable for use in open public areas in accordance with BS EN 1125: 2008.
- Supplied with steel and timber door fixings.

CE CE Marked: Certificate AAA5002.

Finishes available:

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- Silver.

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industry news

New face at CES...Lorient testing...
UNION online...Harbrine celebrates

NEW FACE AT CES

CES has appointed a new Business Development Manager covering the north of the UK. Brian Ferguson joins CES with nearly 20 years' experience in the architectural ironmongery trade and as a GAI Diploma holder.

After stints in the window hardware sector and L Barclay, Brian moved to George Boyd Architectural in 2002, followed by periods at Scott Beaven, Radius, and Ingersoll Rand where he was responsible for developing growth for Electronic Access Control products and systems into the UK market.

"Leaving IR was a huge decision for me," says Brian. "But after learning of CES UK's plans to start assembling Master Key Systems here in the UK, followed by a visit to the company's impressive Headquarters and factory in Velbert Germany, the decision to join CES was made. Their desire to impress with both product and service is refreshing and made that decision an easy one in the end."



TEST AND TECH AT LORIENT

Lorient, manufacturer of door sealing systems for acoustic, smoke and fire containment, has introduced a new division – Lorient Testing & Technical Services.

Manufacturers and designers will now have access to a diverse range of specialist testing services to assist the development of new or existing products, investigate new materials, right through to durability testing and benchmarking performance. A variety of different assemblies can be tested including doorsets, windows, glazing systems, door hardware, and dampers to name but a few.

A dedicated Testing & Technical Services Centre hosts an indicative fire test furnace, many cycling rigs, air and smoke leakage testing equipment, environmental chambers, an analytical laboratory, as well as a state-of-the-art, purpose-built acoustic transmission suite. The facilities are supported by experienced technicians and respected technical consultants who are equipped with extensive and diverse knowledge of regulations.

Lorient's brand new acoustic transmission suite, commissioned in 2013, features the latest Brüel & Kjær sound measurement technology. It has been specifically designed to test doors (single and double), and windows in accordance with BS EN ISO 10140. The fire resistance properties of many building materials can be tested in accordance with BS 476 Pt. 20 or EN 1363-1 using Lorient's indicative fire test furnace. It has proven popular with customers for many years – helping to save substantial testing charges prior to costly full scale testing.

UNION MASTERS ONLINE ORDERING

UNION, part of ASSA ABLOY Security Solutions, has launched a new ordering facility online, to make purchasing its masterkey suites safe and secure and – above all – convenient for its customers.

The masterkey ordering portal at <http://www.uniononline.co.uk> allows UNION customers to place their own Masterkey orders for the first time in five simple steps. The step-by-step process ensures all information required for an order to be processed is provided, avoiding delays from queries and helping to keep lead times to a minimum. The user will be guided through a selection process of product type, function, finish, quantity and then asked to input masterkey information, such as the differ each product should be manufactured to.

TWENTY YEARS YOUNG

Established in 1993 in London and the South East, Harbrine is celebrating its 20th anniversary this year.

Directors Wayne Harris and Harry Singh incorporated Harbrine in June 1993 with Director Nick Hancock joining in 1999. Already seasoned professionals within the trade, their vision was to take a modern approach to architectural ironmongery, using technology to aid the business processes, but to also invest in the best specifiers and estimators. Wayne commented "We already knew the quality manufacturers in the industry and were very fortunate to be well supported from the beginning. We still maintain those relationships today and that only reinforces our excellent customer service".

Harry added "It has been the support of the staff, their families and our customers who have seen Harbrine grow from strength to strength and we hope to be supplying excellence for another 20 years to come."

To celebrate customers are invited to take part in the Harbrine 1993 quiz, either individually or as a team, cast your mind back two decades and answer 40 topical questions all relating to 1993. The Harbrine Herald quiz card is being sent to 750 Harbrine customers and contacts but is also available to download on the newly designed Harbrine website www.harbrine.co.uk. The winners will be presented with 6 bottles of champagne to celebrate Harbrine's 20th Anniversary in style.





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gai matters

NEW NAMES AT THE TOP

The GAI has elected a new President at its recent AGM and Conference. John Jefferies, Chief Executive of the Laidlaw Interiors Group, took up his two-year tenure of office on Saturday 18 May 2013. He takes over from outgoing President Phil Newson, Chief Executive of Allgood plc. A new Vice President was also elected: Maria Simmonds, MD of Lorient Polyproducts.

In his inaugural speech as President, John outlined his plans for advancing the GAI and architectural ironmongery over the next two years. As well the launch of important new education initiatives, John announced that the GAI would expand its overseas activities. There is already a strong uptake of the GAI education programme in the Middle and Far East and Institute of Architectural Ironmongers (IAI) branches in Hong Kong and a new branch will be opening in Dubai later this year. John also announced that he intended to expand the GAI's activities into India which he regards as a huge potential market for the GAI's well-respected education programme.

Our regular roundup of the latest news, views and developments within the Guild of Architectural Ironmongers



Left to right: Mario Del-Signore, Shaun Brown and Andy Matthews

INSTITUTE TEAM UNVEILED

There is also a new management team heading up the Institute of Architectural Ironmongers (IAI) following its AGM in February. Shaun Brown of GEZE UK steps up to Chairman from Vice Chairman and Mario Del-Signore of CES joins him as his Vice Chairman.

The new team have plans to build on the successes of outgoing Chairman Andy Matthews including a new IAI Branch in Dubai, 'pop up' branches to cover areas where demand is strong for meetings more locally, support for students, and an on-going improvement of the CPD presentations for IAI meetings. See page 12 for full details.



Left to right: John Jefferies, Maria Simmonds and Gary Amer



20 years of
supplying
excellence

Established in 1993 as the leading architectural ironmongers in London and the South East, Harbrine celebrate 20 years of excellence and continue to build their reputation as a friend to the best architects, contractors and interior designers.

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gai matters

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FIRM FOUNDATIONS

One of the most exciting and innovative developments announced by the GAI is the launch, this coming academic year, of a new Foundation education module.

The new module is a one-stop introduction to hardware that will help raise knowledge and standards among those who don't live and breathe ironmongery as their day-to-day job. It is perfect for locksmiths, builders merchants staff and back of house staff at AI companies amongst others.

The course, which will be taken entirely online followed by an online exam, leads to a Certificate of Competence in Hardware. It will give successful candidates a basic but solid understanding of the items needed to hang, close, lock and then furnish a door, as well as information on fire and escape doors.



Gary Amer, GAI Chief Executive, welcomes delegates to the AGM & Conference

EDUCATING OUR INDUSTRY

This year's **GAI AGM and Conference** was held at Chester's Carden Park Hotel on **17-19 May** and was well attended by Als and manufacturers from across the industry. The event's theme – **Educating Our Industry** – reflects the GAI's ongoing commitment to education and training in the AI sector, improving standards, professionalism and competence.

The GAI's AGM formed the first part of proceedings. **John Jefferies** of Laidlaw Interiors Group was elected as President with **Maria Simmonds** of Lorient Polyproducts as Vice President and **David Stacey** of DORMA UK as Treasurer. The rest of the Executive Committee was also voted into place.

After the formalities, the delegates had a chance to hear about some of the important new developments in the GAI over the last year

and the organisation's plans for the coming twelve months from the various Committee Chairmen and Treasurer.

David Stacey reported on another solid financial year for the GAI, boosted by the sale of the former head office building at Stepney Green and strong revenue from the education programme which will leave the GAI well positioned to weather the remainder of the economic downturn.





Paul Duggan



Andy Fitzgerald

Paul Duggan outlined the work the **Technical Committee** is doing on upcoming standards. This has been a particularly challenging time for the Technical Committee with the introduction of the Construction Products Regulation which brings with it the mandatory CE Marking of products (where a harmonized standard exists), the possibility of CE marking fire doorsets for the first time, and the mandatory product Declarations of Performance for manufacturers and distributors. The committee has produced a raft of resources to help members understand and fulfil their obligations including an invaluable three-part guide to the CPR and its implications, and a new microsite – which contains easy-to-use templates for manufacturers to create online DoP's

Shafiq Sharif, chair of the **Marketing Committee** reported on a successful year for the GAI's marketing efforts using new methods of working and liaising with the other committees on key issues. He outlined plans for 2013-14 including a concerted push to communicate with markets outside the UK.

Andy Fitzgerald, chair of the **Education Committee** was delighted to report that student enrolment numbers for the 2012-13 academic year had remained very firm, even outstripping the targets set. This, he put down to a combination of teamwork and the high regard in which the GAI's education programme is held. Andy and his fellow committee members have been working hard on a root and branch review of the GAI education programme and he was able to announce the first outcome of this review – a new Foundation Module (see 'Firm Foundations' opposite).

Newly elected **IAI Chairman Shaun Brown** made a passionate case for the Institute and described some of the highlights of the previous year and plans for the future. This includes the planned launch of an Institute branch in Dubai later in 2013, a "pop up" branch for East Anglia, and new "student evenings" in London and Birmingham aimed at helping GAI students to understand the examination process and provide exam and revision techniques.

Picture captions

Above: (far left, page 10) **Gary Amer**, GAI Chief Executive welcomes delegates to the GAI AGM and Conference (page 11, centre) **Paul Duggan** (right) **Andy Fitzgerald** chair of the Education Committee

Below: (far left, page 10) **David Stacey**, Treasurer (page 11, centre) **Shafiq Sharif**, chair of the Marketing Committee (right) **Shaun Brown**, newly elected IAI Chairman



Shafiq Sharif



Shaun Brown



gai matters

Our regular roundup of the latest news, views and developments within the Guild of Architectural Ironmongers

KEYNOTE SPEAKERS

After the business of the AGM, there was a programme of keynote speakers. John Tebbit, Industry Affairs Director and Deputy Chief Executive of the Construction Products Association (CPA) talked to conference about the prospects for the UK Construction



John Tebbit

industry, and how the CPR would affect the way the AI trade works. On both counts there was good news. John announced the launch of a new Primary Authority Agreement with Trading Standards to help manufacturers and distributors to

correctly demonstrate their DoPs. And with regards to the economy, John announced that the CPA forecasts show a return to growth in Q4 of 2013 or early 2014.



Neil Ashdown

The second speaker was Neil Ashdown, General Manager of the Fire Door Inspection Scheme (FDIS). Neil recapped on the progress made with this new scheme and urged delegates to take up the programme as a potential business opportunity.



New GAI President John Jefferies delivers his inaugural address

EXPANDING HORIZONS: NEW PRESIDENT'S ADDRESS

John Jefferies, CEO of Laidlaw Interiors Group, stepped up from Vice President to President following a vote at the AGM. He used his inaugural address to outline his plans for the next two years of his office and to thank outgoing President, Phil Newson, for his efforts.

Outgoing President: After presenting Phil with his Past-President's badge, John thanked him for his hard work as President and Vice President before that. "Phil has been at the helm of the GAI at very testing times for our industry and construction as a whole. Unprecedented falls in output and a recession which seems to have been with us forever have knocked the construction industry's confidence and optimism," said John. "But Phil has overseen a period of innovation and change that have seen the introduction of the FDIS, a root and branch Education Review, new marketing initiatives, the tackling of important technical changes and major alterations in the GAI's internal admin. All at the same time as heading up Allgood and getting married himself."

Commitment to Education: John emphasised the GAI's ongoing commitment to training and maintaining its quality and breadth. "The GAI's education programme is the envy of many," he said. "The standard of the courses, training and education that our students receive is extraordinarily high given the size of our industry." He announced the launch of a new GAI Foundation module and summarised the developments of the FDIS - a full-time manager and the first certificated inspectors now out in the field.

Global Reach: the GAI's brand - and its education programme in particular - already has a broad global reach, especially in the Middle and Far East. John is passionately committed to extending that reach both in existing markets and new ones, in particular India which he sees a vast untapped potential areas for the GAI. "We can't afford to be British isolationists any longer. We all operate in a global market as is evidenced by the increasing advance of European technical standards, the CPR and CE marking of doorsets," said John. "The route to market for our products and services is changing and as an industry we must flex and adapt to ensure we are best placed to meet these challenges. I believe that the next area that the GAI should focus on is India and I intend to make that a priority during my presidency."

R & R AT THE AGM

It wasn't all business at the AGM and the delegates and their guests were able to enjoy a varied selection of leisure activities plus the gala dinner and even a night at the casino!



MARKETING

gai matters

Our regular roundup of the latest news, views and developments within the Guild of Architectural Ironmongers

The **GAI staff** at HQ are ably assisted by four committees, **Marketing, Technical, Education and Institute**, manned entirely by volunteers that crunch through much of the policy, strategy and tactics of the GAI's activities. In the next four issues the AIJ will highlight one of those committees' work, starting with the **Marketing Committee**.

"The GAI is sometimes dubbed 'the best kept secret in the building industry' and, quite simply, the role of the marketing committee is to change that," says committee chairman Shafiq Sharif. "We need to shout about the GAI to the wider construction industry but at the same time communicate effectively with our members who are, in effect, our customers."

Shafiq is Group Marketing Manager at Laidlaw Interiors Group and, like the rest of the members of the committee, has many years marketing experience under his belt. "Like all the GAI committees the marketing team is made up of volunteers who give their time for free to help advance the GAI and our trade," he says. This team is then supplemented by a presence of the GAI CEO Gary Amer, Marketing Officer Janis Cronin, the GAI President of the day, and a representative of the Guild's PR agency.

The Marketing Committee is tasked with preparing part of the GAI's business plan and as part of that has written a comprehensive marketing plan which focuses on five key areas of communication:

- 1. Delivering Member Value:** the committee produces collateral to help endorse the GAI's member benefits and communicates via e-bulletins, events, word of mouth, PR, the GAI web site and social media.
- 2. Global Brand Development:** the GAI in general and the education programme in particular has a strong brand presence in key global markets, particularly the Middle and Far East. One of the Marketing Committee's key objectives is to build on this and, eventually, move into new markets. Promoting the GAI is done via exhibitions (principally the Big 5 exhibition in Dubai), events, social media, PR and newsletters.
- 3. Delivering Clarity of Regulatory Changes:** the AI trade is driven, to a large extent by standards, regulations and legislation – perhaps more than any other sector of the construction industry. The Marketing Committee, working closely in tandem with the Technical Committee aims to communicate these complex issues in an easy-to understand, straightforward way to members, explaining the impact they may have on their businesses. One key success this year was the launch of a GAI microsite (gaidop.org.uk) which guides members through the complex process of writing and producing Declarations of Performance for their CE marked products.
- 4. Promotion of the Education Programme:** the GAI's education programme is one of the most respected in the UK. That means it is vital to communicate with current students, potential students (in the UK and overseas) and their managers. Working closely with the GAI's Education Manager Keith Maer, the Marketing Committee produces the prospectus and communicates online and offline to help support the Education Committee's sterling efforts.
- 5. Promotion of the Institute of Architectural Ironmongers:** the IAI is a vibrant part of the AI trade, providing grass roots support, training and back up to AIs and students across the UK and beyond (a new branch opened in Hong Kong last year and a new one is scheduled for launch in

Caption: l to r: Mario Del-Signore, Julian Newman, David Stacey, Maria Simmonds, Wayne Harris, Shafiq Sharif, Keith Maer, Helen Curry and Gary Amer. Not pictured: Phil Newson and Chris Taylor



MATTERS!

Dubai later this year).

"Obviously, some of these objectives overlap," explains Shafiq. "Promoting education to our members is also about communicating a key member benefit so many of our communication tasks will cover several of our key objectives, and many of the marketing tools we use are multi-functional."

One of the Marketing Committee's key projects in 2013 is the development and launch of a brand new GAI website. Much more user-friendly, interactive and functional than the existing site, the new site will be ready for launch in a couple of months time and is designed to act as the hub of the GAI's business. Key to this will be a members' area which will allow GAI members to access key technical information, find out more about the GAI's activities, and take part in members' activities.

The AIJ itself falls under the Marketing Committee's remit with a smaller, editorial sub-committee meeting regularly to discuss editorial content, set policy, and confer on future developments for the magazine which is one of the key ways in which the GAI talks to its target audiences – both internal and external.

A programme of events runs throughout the year and the Marketing Committee is central to their conception and organisation. The annual Education Awards Lunch, held in November is now regarded as the industry's blue riband event with record attendances year after year. In addition the GAI and IAI AGM and Conferences, and the biennial GAI / RIBA Specification Awards all keep the committee busy. "These events are a vital part of the GAI's communications strategy," says Shafiq. "They give us the opportunity to showcase what we do face-to-face – still surely the most effective means of communication."

21st Century

The GAI is, however, very firmly anchored in the 21st century. E-bulletins and e-shots now form a central part of the communication strategy and are now joined by social media.

"Perhaps the best testimony of what the committee does is the members of it themselves," concludes Shafiq. "I know that they, like me, see themselves as advocates or ambassadors for the GAI, out there spreading the message with colleagues, customers and suppliers about what we do."



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iaj matters

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FELLOWSHIP OF THE INSTITUTE

Fellowship of the IAI is awarded to an individual that is considered to have made an outstanding contribution to the ironmongery industry as a whole. This year's recipient was David Allison, previously with John Planck Limited and now Glutz UK.

David joined the industry in 1974 aged 17 working for his godfather John Williams, a founding director of Allgood from the 1960's who had set up his own company. Since then David has worked for a number of AI's including Charles Collinge in Blackfriars and set up W & R Leggott's showroom in Clerkenwell Green. The showroom was later acquired by John Planck Limited in 1996 for their London operation where he became the Managing Director in 2010.

"This is a really big honour to become a fellow of the Institute and one I'm really proud of," says David. "I like to think that it is testimony to the work I've done over the years where I have maintained a strong commitment to specifying correct, quality products – especially now as so many seem intent on chasing quality down to the bottom."



PRIZE GIVING

The architectural ironmongery trade is full of people who not only have many years experience behind them, but also go the extra mile for their customers, and, vitally, for the industry as a whole. They volunteer their time and effort to advance the cause of the trade. The Institute of Architectural Ironmongers recognises this excellence with a series of awards. The AII talks to this year's winners about what the awards mean to them.

The organisation holds a well-attended AGM every year where delegates can learn more about developments in the industry. One of the highlights of the event is the IAI's awards, presented each year to individuals and teams who have performed outstandingly throughout the year, as voted by their peers.

Shaun Brown, incoming Chairman of the IAI at this year's AGM in Liverpool explains: "The IAI annually gives three awards to recognise companies and individuals who have contributed above and beyond the expectations of the industry. Nominations are put forward by members of the Institute and a panel comprising the executive committee members of the IAI decide on the successful candidates."

The three awards are:

- The Paul Lewis Award for exceptional Customer Service
- The Guild of Architectural Ironmongers (GAI) Trophy for services to the Institute
- Fellowship of the Institute

The Paul Lewis Award

The Paul Lewis Award is named after a very well known and popular ironmonger who sadly passed away five years ago. Paul was passionate about customer service and so Royde and Tucker decided to sponsor an award for service in his name. Managing Director, Jon Simms presented the award to this year's winner was the Sales Centre team at HOPPE (UK) Ltd.

Lee Piper, Sales Centre Manager at HOPPE explains what winning the Paul Lewis Award for Customer Service means to him and his team:

"We are delighted to be awarded the Paul Lewis Award for 2013 - to gain recognition from an award carrying the name of one of the torch bearers of customer service in our industry is a great honour," he says. "Our aim is to continually strive to offer the best service to our valued customers, so to win this award is a great testament to our highly trained and customer focused sales centre team."



The Guild of Architectural Ironmongers (GAI) Trophy for services to the Institute

The GAI sponsored trophy for services to the IAI was won by Andy Matthews, outgoing Chairman of the Institute and Sales Director at HOPPE. Andy has served the Midlands Institute branch for many years and is a vocal and passionate advocate for the IAI.

"I was delighted to be presented with the GAI Award for services to the institute," he says. "This was a great honour for me and a superb way to conclude my term of office as chairman. I have really enjoyed the last two years fulfilling this role and to receive this award because of the work I have undertaken is fantastic."

Andy was particularly pleased to receive an award from the GAI. "I hope I made a real contribution to the Institute and I'm really humble and honoured that this has been recognised by my contemporaries."



TEAM TALK

At this year's **Institute of Architectural Ironmongers AGM** in Liverpool in February, a new **National President** and **Vice Chairman** were voted into place. The AIJ puts the faces to the names

IAI NATIONAL CHAIRMAN: SHAUN BROWN

Shaun, who works for GEZE UK in the south west of England, has been elected at the Institute's new National Chairman. He has been heavily involved in the organisation for many years, running the South Central branch, attending hundreds of meetings and in 2011 he was presented with the Guild Fellowship Award in recognition of a significant contribution to the architectural ironmongery industry. Shaun achieved his Guild Diploma in 1997, and is continuing his professional development as a Registered Architectural Ironmonger.

Shaun has also been strongly committed to the Guild for much of his career, serving on the Executive Committee for ten years and the Education Committee for five. "I get tremendous satisfaction out of the Institute's activities", he says, "Especially the education and mentoring roles. I've been involved in lecturing and exam invigilating and can't recommend the education programmes and Institute CPD sessions too highly. At a personal level, I always enjoy meeting people from the industry and sharing experiences. I've been lucky enough to learn a tremendous amount from very many people over the years and my aim is to pass this knowledge on to the next generation."

Shaun has got exciting plans for the Institute in his two years in office, keen to bring the benefits of the IAI into new areas. A new branch is planned for Dubai where the GAI's education programme has proved enduringly popular. This will be a follow-up to the successful launch of the Hong Kong branch last year. In the same vein, Shaun has organised a 'pop up' Institute branch in Cambridge to cover East Anglia, an area with a number of AIs but quite geographically isolated from Institute meetings.

IAI NATIONAL VICE CHAIRMAN: MARIO DEL-SIGNORE

Mario Del-Signore, Managing Director of CES Security Solutions, has been elected as Deputy Chairman.

Mario has been involved in the ironmongery industry since he was still at school and has worked for a number of AI firms starting with W Spratt & Sons and Hinge and Brackets before moving to the manufacturing side, first with CISA, G-U and latterly CES.

Mario is very involved and passionate about the Institute of Architectural Ironmongery as Chairman of the vibrant and successful South East Branch. He and his team there have worked very hard to increase attendance and provide a programme that will attract more members.

One of Mario's key objectives is to dispel the perennial "old boys' network" accusation by focusing on attracting younger people. "We really want to see the next generation coming through. We have in addition been joined on the committee by a younger member of the industry that will hopefully appeal to the next generation."

Such is Mario's commitment to the Institute that last year he was awarded the GAI Trophy for services to the Institute.



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STAY LEGAL WITH DoPs

From 1 July 2013, with the CE Marking of construction products becoming mandatory in the UK under the Construction Products Regulation (CPR), manufacturers must now legally provide a Declaration of Performance (DoP) with every CE marked product. Without a DoP, the CE Mark is invalid. And the GAI is warning that the consequences of getting it wrong could be substantial – ranging from the cost of supplying replacements, labour costs and making good, right through to legal action which could result in fines and/or imprisonment.

The CPR places important new responsibilities which have mandatory, legal implications throughout the supply chain of door hardware. From 1 July 2013 it will become mandatory for manufacturers to apply CE marking to any of their products which are covered by a harmonised European standard or Technical Assessment and which are intended for use on a fire or escape door.

And part of the requirements of the CPR is that manufacturers of CE Marked products, in addition to that valid CE Mark, must make a DoP available right through the supply chain right up to the

point the product is fitted on a door, and then for ten years afterwards, either in paper or electronic form. The DoP must be issued by the company owning the brand of a CE marked product. In the case of badge-engineered products – a manufacturer's goods sold under someone else's label – the owner of the brand under which the product is sold must issue the DoP. They can use the test evidence owned by the original manufacturer, but they become responsible for the CE mark and the DoP.

Products which now must legally be CE marked are those which are vital to the fire resistance performance of the fire door or to emergency and panic exits: locks and latches; electro-mechanical locks and strikes; single axis hinges; door closers; emag hold open devices; panic bars for escape doors; push pads or emergency escape lever/locksets.

"CE marking - which will now be mandatory for hardware under a harmonised standard - brings with it important responsibilities for the manufacturer, the distributor and right through the supply chain," says Paul Duggan, Chairman of the GAI's Technical Committee. "These have been clarified, and in some cases, strengthened by the

mandatory introduction of the CPR. Each step along the supply chain MUST comply with all requirements surrounding a CE marked product or find itself legally responsible should anything go wrong."

(The CPR gives no guidance on what's acceptable, so it's up to each Member State's national authorities to determine this.)

Producing DoPs

The GAI has produced templates for its members to use on a dedicated website. On the home page, you'll find a "Guide for completing a Declaration of Performance" which you should download, as it has essential information to help you create your declaration on-line. Then you can select the right template for your product group from a drop-down menu. You then fill in the various fields answering the prompts provided on the form. (It's rather like filling in a contact form, but with much more technical content.) There's the opportunity to upload your company's logo and an electronic copy of the signature of the person responsible for issuing the DoP. This makes the finished product look professional, as well as legally compliant in its format.

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Online Clarity

As the deadline for the introduction of mandatory DoPs has drawn closer, the practicalities of how the DoP can and should be supplied have been clarified. The CPR requires a copy of the DoP to be available for ten years as hard copy or electronically. Hard copies must be supplied on request but it is not necessary to include one with each product. The GAI points out that manufacturers must mention on the accompanying documents or labels that a DoP is available.

Although it was intended to allow the use of electronic DoPs, the enabling legislation and guidance is not expected to materialise until next year – 2014. This anomaly has been addressed by the Construction Products Association (CPA) collaborating with Trading Standards (the UK's "Primary Authority" in relation to the CPR).

In order to reduce the risks of UK enforcement bodies challenging non-paper systems given the absence of clear regulatory information, the CPA

has negotiated a Primary Authority Agreement with Trading Standards for manufacturers to lodge their DoPs on a purpose-built system. The agreement – the Primary Authority Agreement (PAA) – clarifies the position with electronic DoPs until the CPR delegated act comes into force and offers manufacturers what the CPA calls a "risk mitigation strategy". In short, if manufacturers follow the advice of Trading Standards within the PAA, if there is a problem, Trading Standards will defend the advice up to and including court appearances.

GAI members can register on the GAI's DoP microsite and the GAI will then submit their details to the CPA. In the autumn 2013 the government's own Primary Authority website is expected to go live and the list will be transferred to that.

Who needs a DoP?

Yes to:

- The product's manufacturer
- Products sold to door manufacturers still need a DoP, even if they will be subsequently fitted to a CE marked doorset with its own DoP. The door manufacturer will need to see and retain a copy of the DoP for a CE marked product it

incorporates into its doorsets.

Where an AI or distributor is re-branding a supplier's product i.e. selling under their own brand and giving it their own product code, they can, with the original DoP supplier's permission and agreement of the original Notified Body, use their data to produce a DoP with their name and brand on it. Basically, a badge-engineered DoP. But it must be logged with the Notified Body, so they know product A for which they issued an EC Certificate will also be sold under the brand name product B. By issuing a DoP, you take on full responsibility for the product's performance. (See Guide to CPR – 1, on the GAI website)

No to:

- An AI or distributor selling a product which it has not rebranded, under their supplier's name and product code, does not need to produce its own DoP but can sell with the manufacturer's DoP. (See Guide to CPR – 1, on the GAI website)
- If an AI sells products under his own references (but not own branded) they can still issue the manufacturers DOPs. If, when it leaves the warehouse, it is branded with the manufacturer's name, then the manufacturer's DoP is the relevant one.

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the aij meets

Steve Lynn,
Pinnacle Award winner

GOLDEN MOMENT

When this year's
Pinnacle Award
winner was announced
at the GAI annual
Education Awards
Lunch, he was genuinely
shocked and surprised
since his aim had simply
been "to pass".

Helen Curry talks to
winner **Steve Lynn** about
being at the pinnacle of
his trade.

Left to right: Phil Newson, Dr Frank Dick, Steve Lynn and Paul Johnson of ASSA ABLOY



When this year's Pinnacle Award winner, Steve Lynn of WT Lynn in Stoke was announced at the GAI Awards Lunch, nobody was more surprised than him. While he had taken his studies seriously in years one and two, Steve felt that he hadn't exactly set the world alight. So in year three he set himself the goal of simply passing. "I was so worried about failing that I probably went a bit OTT with studying, particularly for the scheduling paper," he admits. "I was surprised to find out I'd even won a prize, so when my name was announced as the Gold Medal and Pinnacle award winner, I was frankly shocked! Shocked, but over the moon!"

The Pinnacle Award, sponsored by ASSA ABLOY Door Solutions, is part of the GAI's ongoing commitment to excellence in education and training in the architectural ironmongery trade. The organisation's education programme is well respected in the construction industry as one of the most thorough and professional qualifications. And it's an award worth winning with a £3000 holiday voucher up for grabs for the student who performs consistently well throughout the three years of the education programme.

Steve had sound business reasons for deciding to study for the GAI Diploma. While the business had a good track record in selling ironmongery, they wanted to get more involved with specification and, as Steve was personally interested in this sector, he decided to study himself. "We wanted to get more involved with specification and we wanted to do it better," he says. "To succeed in this area it's important to have the correct providence and the GAI diploma gives me the right credibility to schedule with confidence."

Steve really enjoyed the three year diploma course. While he was studying, the education programme was changed to an online programme – which suited Steve well. "I really enjoyed the online format because I was able to fit studying in around my work or do a bit at home – any time I was near a computer in fact." Steve worked hard in year three and one of the secrets of his success was practising scheduling papers. He would even try and envisage the most difficult door possible and then set himself the task of scheduling the hardware.

Steve's day-to-day job also helped because he was so familiar with handling ironmongery every day. "We've got a busy trade counter so I'm hands on with hardware every day – that made it easier to visualise in exam conditions."

Steve works for WT Lynn in Stoke, the firm that his father started in 1978. The company was originally a fixings specialist which, as Steve explains, is actually a good fit with ironmongery. "Fixings, like hardware, are very much governed by standards, fire ratings, ETAs, and specifications," explains Steve. The company was regularly asked for ironmongery and so moving into this field was a natural progression. As well as the trade counter the company also has an impressive ironmongery showroom at its Stoke-on-Trent HQ. "With the introduction of CE marking and the Construction Products Directive and the like, we realised we had to become more professional and knowledgeable and this very much fed into my decision to take the GAI Diploma," says Steve.

The Pinnacle Award has certainly been noticed by Steve's colleagues, suppliers and customers as he reports lots of 'we are not worthy' style banter. He has already enjoyed the fruits of his success with a luxury break in Cyprus with his family. So the Pinnacle Award has certainly had a big effect on Steve. "I was in shock the day the award was announced," he says. "But it's certainly been a great thing for me and my career!"



the aij meets

Mike Wood,
Chairman of the PFPF

FIRE ALARM

A recession is precisely the time when fire protection should be prioritised, not designed out of buildings to cut costs. That's the opinion of **Mike Wood**, Chairman of the **Passive Fire Protection Federation (PFPF)**. The **AIJ's Helen Curry** meets him to hear his enthusiastic views on the organisation's vital work.

Mike Wood worked for nearly forty years for Pilkington joining as a glass technologist, where he quickly focused his efforts in the field of fire resistance, a focus which he still retains today as Chairman of the PFPF. His enthusiasm for the subject of fire protection is apparent from the moment you meet him. "I am passionately committed to

campaigning for the whole passive fire protection sector," he admits. "I've been involved in this campaign for around fifteen years and I'm still driven by how much there is to do. I'm often indignant about some of the bad practice I see and hear about, caused by a mixture of ignorance and arrogance – and there's no excuse for either. I see it as my personal mission to make people wake up to the importance of taking fire safety seriously!"

Mike became involved in the PFPF after chairing the Glass & Glazing Federation's (GGF) Fire Resistant Glazing Group where he oversaw the world's first Best Practice Guide for the sector. He was Vice Chairman of the PFPF for a number of years and stepped up to Chairman when the previous incumbent, David Sugden, stepped down in January.

The PFPF is an umbrella organisation which was formed to help bring the diverse elements of the passive fire protection industry together to speak with one voice around the core issue of best practice fire safety. "The Government very much wanted to have one organisation to talk to on this issue and so the PFPF was formed, and the credibility of individual associations within the passive sector depends so much on the impression created as a whole. We have to be a united sector," says Mike.

The Federation focuses on educating and lobbying for fire safety to be designed into buildings. "Two fundamental fire protection principles need to be considered at every stage of the building design process: compartmentation and protected escape," says Mike. "Clearly fire doors and escape doors and their associated hardware play a vital role in both of those objectives which is what the GAI is such a central member of the PFPF."

Mike sees three key challenges for the PFPF some of which have already been tackled, some of which are still a work in progress. "The first challenge is to bring the passive sector together – which I believe we have largely achieved," says Mike. "Then we need to use that platform to speak with one voice within the wider fire safety sector. That's why we have put so much effort during the last 2 years into supporting the development of the Fire Sector Federation. Finally, we need to project our message outside the fire safety sector, to those who are so responsible for making sure fire safety works in practice – that is the part we are striving to achieve now."

With these objectives in mind, the PFPF campaigns to promote Best Practice through stronger training, accreditation, competency and

skills. "The PFPF would very much like the industry to learn from the GAI about how to achieve the high standards of education and professionalism which is taken for granted in the ironmongery trade but are somewhat lacking in some other parts of the passive fire protection sector," he says.

The PFPF doesn't have massive resources. With no full-time staff, Mike carries out his PFPF work strictly as a volunteer. Along with the Vice Chair, Ross Newman, Mike works with a small Strategy Committee (which includes the GAI's Chief Exec Gary Amer) to formulate policy and strategy.

Despite this, the PFPF aims to punch above its weight. It contributes to many government consultation and strategy documents – Mike wrote the building design element of the Fire Futures Review for instance. It takes part in lobbying and advocacy for the fire protection sector and carries out PR, speaking, meetings involvement and events whenever possible. "We try and get a big bang for our limited buck and that means speaking up wherever possible, always referring back to the firm foundations of basic technical principles."

In these difficult economic times some parts of the construction industry seem intent on racing to the bottom in terms of quality, standards and price, Mike is concerned that fire protection is being neglected and seen as an unnecessary expense as an excuse. "Some of these concerns arise from familiar issues of neglect by non-specialists taking short cuts in specification, purchase and installation," he says. That tendency is driven by short sighted cost cutting, with scant respect for the principles of fire safety and a general lack of thought for the consequences. Lack of awareness is unforgivable, however, given the widespread coverage of fire safety following the introduction of the Fire Safety Order 2005. Fire safety engineers also have to be challenged in their practice of designing out fire protection on the pretext of risk-based expert judgment, without sufficient attention to the importance of system testing."

So what does the GAI in general and AIs in particular get from the PFPF? "The PFPF offers the trade a direct channel through to the people who make decisions in government as we have excellent contacts at the DCLG," says Mike. "We offer input into sector standards, policies and guidance as well as forming a conduit for all the sectors in the fire protection industry to communicate, share best practice and learn from others' experiences."

Mike is very aware of how much work is still to be done. "I went to an architects' seminar recently and raised the question of why fire protection had not been mentioned," he says. "I was told by the main speaker 'I assumed that just happened automatically!' which stopped me in my tracks somewhat! Fire safety seems always to have a fight on its hands to get recognised – we can't afford to relax now."

OPENING



G-U is a well known name in the window sector but is now refocusing on the architectural ironmongery market. **Helen Curry** visited the company in the Midlands to find out more about their plans.

G-U is something of a dichotomy. It has perhaps the broadest range of window and door hardware in Europe, yet is still privately owned by two brothers and has been in the same family for more than a hundred years. It operates on a relatively modest basis in the UK yet has the backing of a €0.5billion, 4000 people strong organization behind it.

Robert Rossall, MD (shown here on right) of G-U in the UK is keen to point out just how impressively large the global G-U operation is. "The G-U product range is vast and everything is made in-house ourselves, primarily in Europe," he says. G-U in the UK has access to the group's impressive R&D facilities. "The emphasis is on innovation, not 'me too' products and the in-house team is extremely open to our ideas and requirements for UK products," says Robert.

One refreshing aspect of the G-U business is this open and mutually responsive relationship between the G-U Team in the UK and the German HQ. "We don't have a 'them and us' relationship with our German colleagues," says Robert. "They are not our 'bosses' but colleagues who stand full square behind us and our plans for the UK business."

G-U has been operating successfully in the UK for more than thirty years, primarily supplying multi-point locks to the window market. But this only scratched the surface of the company's massive range, and five or six years ago G-U made a concerted push into the AI specification market. "Sadly, at the time, and for many reasons, this didn't quite work and lead to a period of reorganisation and consolidation to protect the original business," says Robert. "Now that we have come through that, stronger than ever, we are ready to grow our door hardware business again." Part of this new focus comes as a result of a partnership with ADL who now handle all of G-U's automatics business, allowing G-U to concentrate on the supply side of the business and move forward into new markets.

Robert has been with G-U in the UK for 17 years and is clearly very passionate about the business and excited by



NEW DOORS

the new prospects opening up. "We can start to see the results of our hard work bearing fruit," he says. "Quarter 1 budgets were increased on 2012 levels and we achieved that with commercial sales now accounting for 20% of the business – a figure we'd like to push up to 50%."

"The specification market which Als operate in is very different to the window businesses we have previously worked with," admits Robert. "Technical standards and legislation are very important here and we quickly realised that working with Als would form a vital part of our future success." It was at this point that G-U rejoined the GAI and took on Chris Stevens, an experienced ironmonger, to help move that process forward. "I saw an opportunity here to work with one of the major manufacturers of quality products and be in on the start of a very exciting opportunity," says Chris (pictured opp: on left) "We've gone about our new business quietly, always avoiding the rush to the bottom, and now the biggest players in the market are starting to notice us!" Chris is the Commercial Sales Manager responsible for developing the division, operating within a team of five G-U salespeople out on the road.

Als are certainly starting to notice G-U and the company has worked with many of them to supply some impressive projects such as the ongoing Refurb of RNLI lifeboat stations, London Underground, Cross Rail and the new Vauxhall Business Centre. The company never supplies direct and Chris, a committed RegAI himself, is an ardent supporter of the AI's role in specifying ironmongery. "I still consider myself to be an ironmonger at heart," says Chris. "I cut my teeth in my father's ironmongery business in Goole and I like to think I can talk to Als in their terms and understand their needs. We will never cut them out because their role is vital – especially with the issues of CE marking and the CPR becoming more prevalent than ever."

G-U's stock is held at the group's HQ in Stuttgart with deliveries to the UK once or twice a week. "This makes us feel more like a sales and service operation, rather than just a distribution centre," says Robert. "That leaves us free to concentrate on after sales service and technical back up."

One area that G-U is keen for Als to get more involved in is panic and mortice locks, including electronic locks. "We are working with a number of specifiers and their prospective clients to develop and promote a range of mechanical and electronic panic systems aimed at airports, retail outlets and the like which will be compliant with prEN 13637 when eventually published," says Chris.

Chris sees this sheer breadth of product range as key to the success of the business in the specification sector. "We have such a massive scope of product that we can work with Als on any kind of project, competing across the whole marketplace," says Chris. "That enormous range has been a bit of a secret thus far, but we are aiming to change that now. We are making an investment to lay down the foundations for long-term success in the AI sector. Watch this space!"



SERVICE WITH

Aldridge is one of the UK's largest suppliers of hardware, security products, master keys, master keyed systems, access control and window fittings. But as the management team explains, the company has its own culture and way of working that makes them different. **Helen Curry** visited the London HQ to find out more.

The first thing that strikes a visitor to Aldridge in London is the friendly atmosphere at the company from the reception to the senior management team there is a warm welcome in Hackney, one of London's most vibrant neighbourhoods. "We work hard, make no mistake," says Aldridge MD Patrick Cook. "But we always try and enjoy what we do and I think that shows. Business is growing year on year so clearly we're doing something right!"

The company certainly has solid roots. It was set up in 1947 by Ted Aldridge who started a key cutting business from a London rag and bone yard on the Grays Inn Road. He started with just a vice and a file and cut the keys by hand. His wife would go out on her bicycle in the morning and collect keys to be cut from firms in the City, delivering the newly cut items the same day, also by bike. By the early sixties the company had outgrown its humble original abode eventually relocating to the company's current premises in Eagle Wharf Road.

Ted's son, Eddie saw an opportunity for a wholesale security business to supply to the Locksmiths. He placed his first order with Chubb in 1963, put the product on the shelves and the rest they say is history. Aldridge is loyal to its customers and this principle has guided the business by dealing with the trade exclusively for over 65 years. The company is still 100% family owned by Alan Hawkins who joined the company as National Sales Manager in 1988 and, after becoming MD in 1989, completed his buy out of shares in 2009. But this does not mean that Aldridge is small beer. The company bills itself as the sector's largest wholesaler with business covering masterkeying, hardware, access control, security products and locksmiths' equipment. With more than 18,000 products in its portfolio from 290 suppliers and over 5 million stock holding, Aldridge is clearly a serious player in the market. "Having this depth of stock holding is a deliberate business strategy for us," says Pat. "As our customers destocked when the recession started, we purposely upped our stocks. That means that our customers can order up to 6pm and get their goods the next day. We act as an extension of their own warehouse."

E-commerce is also a big part of the Aldridge business. In 2008 the company became the first to offer online ordering to the trade and the web



A SMILE

site remains an important hub in the business. Customers with accounts can log in and see real time stock levels and actual prices, with personalised discount.

Customer service remains at the heart of the Aldridge business model. "We are very demanding of ourselves," says Ainsley. "We analyse every aspect of our customer service from speed of calls taken to accuracy of orders dispatched." Aldridge dispatches more than 185,000 parcels a year and receives over 250,000 phone calls so it is vital that customer service is both slick and professional.

The company offers its own ranges and prides itself on innovation. "Product innovation is an important part of our growth strategy," says Pat. In a market like architectural ironmongery you can't afford to stand still as technology moves forward and new standards are implemented." A good example of this is the new range of Asec anti-snap cylinders and door handles. Asec is a security product brand sold exclusively through Aldridge and a big part of the product portfolio, because it allows Aldridge's customers to offer it as an exclusive product range, safe in the knowledge they will never have to compete with the sheds on this range.

The new Kite anti-snap range, brand new to the market in early 2013, includes cylinders offering a TS 007 1 Star rating, which will give protection and reassurance to end users. The cylinders which are anti-snap, anti-bump, anti-pick and anti-drill are compliant with the BS Kitemark to guarantee quality and safety. In addition to the cylinders the range includes security door handles which have a

// We see ourselves

as being part of the

AI family, and that's

something we are

immensely proud of! //

TS 007 2 Star rating. When combining the cylinders and door furniture the Star rating increases to 3 Star providing the ultimate protection and ensuring the highest security. The Euro cylinders, which are available in Key & Turn, Half Euro and Key & Key, are compliant to the British Standard BS EN 1303:2005, to offer greater flexibility and increased keying alike options, non Kitemarked Rim & Screw in cylinders are also available. In addition they are Grade 1 fire resistant making the cylinders ideal for use on fire doors."

It is clear that Architectural Ironmongers are an important part of Aldridge's business and they work closely with many of the sector's best-known names as well as smaller operations in the trade. The company offers AIs a single call solution for everything from access control to key cutting with the dedicated Aldridge masterkeying department being particularly popular. The Master Key department specialises in keying alike and master keying thousands of cylinders every month. Offering exclusively, restricted and non-restricted cylinders from Evva. A leading manufacturer in cylinder technology Evva is sold exclusively through Aldridge in the UK and Ireland. Together with Turentek Arch Ironmongery Ltd Aldridge supplied an Evva EPS system at the now open Warner Bros Harry Potter Studios in Leavesden. The company also offers technical support to its AI customers especially in more specialist areas like access control. "We have had a dedicated access control department for forty-two years that deal with access control all day every day," says Ainsley. "If AIs feel nervous about specifying in this area, we can offer them a full support service including site visits. AIs should feel free to pick our brains."

This close relationship with AIs is one of the reasons that Aldridge is so committed to the GAI. "We recognise the specialist knowledge that AIs have and we aim to work closely with them to offer products and services that complement their businesses – from masterkeying onwards. Membership of the GAI gives us credibility with AIs and we really rate the technical updates we get from the Guild." The company boasts four qualified DipGAIs with others who have completed part of the GAI education programme. "We see ourselves as being part of the AI family," says Pat. "And that's something we are immensely proud of!"





Scottish National Portrait Gallery interior



© Andrew Lee

PICTURE

The standard of entries into this year's **GAI/RIBA Specification Awards** was exceptionally high. So it took a really outstanding project to win the competition's overall Winner of Winners prize. That accolade was claimed by Al **Allgood** and architect **Page/Park** for their work on the **Scottish National Portrait Gallery** – a stunning Gothic building which presented particular challenges of blending the stunning ironmongery of the past, with the requirements of a modern public building.



Hinges on double doors

Double doors on spring floors

PERFECT

Originally designed by Robert Rowand Anderson, the Scottish National Portrait Gallery is a category A listed Gothic building in Edinburgh. It has been a record-breaking building from its inception. Designed as a shrine for Scotland's heroes and heroines, it opened to the public in 1889 as the world's first purpose-built portrait gallery. It was the brainchild of, amongst others, the historian Thomas Carlyle, a believer in heroes. Despite widespread enthusiasm, however, the government of the day was reluctant to commit funds to the project. Instead, it was the philanthropy of a local newspaper owner - John Ritchie Findlay, the chief proprietor of The Scotsman - that allowed the present Gallery to open its doors to the public.

Rowand Anderson created a modern purpose-designed art gallery to rival the most advanced at the time in Europe and America. At the same time, he wanted his building to be a shrine for Scotland's heroes. He designed a great red sandstone neo-gothic palace which sits proudly on Edinburgh's skyline. Inside is an elaborate Arts and Crafts decorative scheme, with glittering friezes, murals and extensive sculptural embellishment.

The reasons for the recent renovation - the first major refurbishment in the Gallery's 120-year history - were twofold. The first was to restore the building to how Anderson originally intended it to look and function. This was done by removing false walls and lowered ceilings, opening up windows and revealing hidden Victorian details. The other key objective was to introduce modern facilities that services that the previously lacked such as lifts, classrooms and a cafe that could cope with visitor numbers.



Pull handles on glazed doors

THE IRONMONGERY

The client briefed Page/Park Architects to restore much of the vision of the original architect and retain the look and feel of the existing aesthetic throughout the public areas of the building. Of course, the doors and hardware were to play a vital role in this vision. As many original doors as possible were kept, only being replaced where necessary. New doors were supplied to match the old.

Allgood were asked to create the specification, which required many site surveys. Discussions took place as to the merits of existing ironmongery and Allgood had to advise on solutions to meet fire and building regulations. From door to door, there were many variations in ironmongery specification. Some doors needed all ironmongery to be replaced, other doors only required certain items replaced. To ensure that it was easy for the architect and client to recall agreed decisions, a detailed door by door specification was created noting all elements of the ironmongery, not just the items to be supplied by Allgood.

Products needed to be sourced to match existing items whilst hardware items were required to fit existing mortices. Bespoke products were also required in some areas whilst non-public areas were specified in satin stainless steel. The ironmongery specification for the project required a lot of creativity and resourcefulness. Finding the exact products required to replace existing ironmongery took diligence whilst the management of such differing challenges throughout the building



Floor spring



**Concealed
closer**



Double doors

took great efficiency. Allgood rose to the challenge and has provided the client with a comprehensive ironmongery specification that retains the aesthetic of the building whilst conforming to modern regulations.

The use of many existing doors created a challenge of providing contemporary hardware to meet fire and building regulations, whilst working with existing ironmongery. A lot of the ironmongery on many of the existing doors needed replacing. The brief to Allgood was, wherever possible, to specify ironmongery that would fit the existing mortises without door repair. Although challenging, Allgood were able to source specific items of ironmongery to exact mortise dimensions, all in a brass finish to match the existing. Many items were supplied to match existing furniture which again proved challenging.

When assessing the existing ironmongery on site, the client really disliked the existing rebated doors with surface mounted door closers and unsightly door selectors. Allgood advised the client that we could conceal both the closer and selector in a combined unit in a brass finish providing the ideal solution.

In addition to the brass finished areas, new glazed doors required bespoke cranked pull handles. Finally, in non-public areas, the requirement was for satin stainless steel items to be specified providing another variation.

The result is a stunning interior which, quite simply retains the original Victorian vision and splendour but which works for modern visitors to allow them easy access, keeps them safe and secure and makes the whole visitor experience one to remember.

MARKING TIME

Most people involved in making, supplying, scheduling or specifying door hardware for fire and escape route doorsets should have a big ring around 1 July 2013 on their calendar. Because any product manufactured from that day, which falls within the scope of a harmonised EN standard, must be CE marked. No ifs, no buts. Must! This is the date that doorsets can become CE marked. All of this has been brought about by the ratification last year of the Construction Products Regulations.

And while there has been much talk in the marketplace about what this means for doorsets and door assemblies, there has also been much confusion. Does this spell the end of door assemblies and the inexorable rise of the doorset in the UK? In short, no!

All change? Or No change?

The vast majority of fire and escape doors in the UK are still supplied as door assemblies. Specifiers have traditionally preferred the use of the services of an AI to schedule individual doors because it optimises choice in design and performance, as well as often being more cost-effective than the 'one size fits all' approach of doorsets. This is especially crucial for fire and escape route doors given their vital role in protecting and saving life in the event of fire. This will not change and specifiers and AIs can continue to specify and schedule individual doors to their exact requirements and specification.

"By far the majority of hardware sold in the UK today is for use on bespoke designed door assemblies, and specifiers will still be able to use an AI to schedule hardware for use on door assemblies," says GAI Chief Executive Gary Amer, "This gives architects the design freedom they require, backed with the specialist detailed knowledge which an AI brings to the party about the specifics of door hardware for fire doors."

Different Strokes

Perhaps it's worth taking a moment to explain the difference between a doorset and a door assembly because there's no visible or practical difference between the two once they are in situ. The difference lies in

**EVERYONE IS TALKING
ABOUT IT. BUT NOT
EVERYONE KNOWS
WHAT IT WILL MEAN
FOR THEIR BUSINESS.
WITH THE CLOCK
TICKING DOWN TO
THE COMPULSORY
CE MARKING OF
DOORSETS, THE GAI IS
HELPING TO CLARIFY
WHAT IT MEANS FOR
AIs, MANUFACTURERS
AND SPECIFIERS.**

how they are supplied to site and by whom. A Fire Door Assembly is typically what architectural ironmongers are used to writing specifications for.

Typically, a fire door assembly is supplied from more than one source, with each company taking responsibility for its own part of the final door assembly. Characteristically, the door frame, door leaves and glazing beads are supplied by a joinery firm, the hardware from an architectural ironmongers and the glass from a glazing supplier. This balance may change but essentially there are separate contracts and invoices for each component and so the contractor must contact the relevant company if there are any problems or snags.

The essential difference with a Fire Doorset is that it is supplied by one company which takes responsibility for the whole doorset. It is worth noting, however, that a doorset might not be delivered to site fully assembled and it is quite possible that it will be delivered in parts, even on separate days.

It is a common misconception that a doorset must be supplied fully finished and ready to hang. This is not the case. It is the fact that it comes from one source that makes it a doorset, not its state of assembly when it arrives on site. In both cases, the fire door comprises the frame, door leaves, glazing and beads and all the associated essential hardware. This essential hardware is the hardware that must be present for the door to

perform its fire protection function: hinges, closers, operating furniture and intumescent/smoke seals.

It remains unclear what impact these new regulations will have on the way that fire and escape doors are bought and sold in the UK, a market, serviced by architectural ironmongers and traditionally supplying doors as door assemblies. "The GAI supports the components route to market and firmly believes that it will remain prevalent even with CE marking of fire doorsets," says Gary Amer. "Despite this, the GAI also recognises that many GAI members can and do supply CE marked doorsets, as part of their business model. This market is growing but it is not the only way to go, and shouldn't be viewed as such."

Specifiers looking for further guidance on the complex area of CE Marking should consult a qualified Architectural Ironmonger. A full list of member companies of the GAI is available at www.gai.org.uk

TOWERING SUCCESS

3000 Series concealed door closers from Astra have been used to great aesthetic and practical effect on a landmark residential development in Cork, Ireland. The Elysian Tower, the tallest building in Ireland and a benchmark for smart urban living, features over four thousand of the innovative Astra 3000 Concealed Closers on apartment entrance doors, internal doors and cross corridor doors.

Built by O'Flynn Construction, The Elysian is a mixed-use developments consisting of a number of connected 6-8 storey buildings, with a landmark 17-storey tower on the southwest corner of the site.

AI Total Ironmongery Solutions was tasked with scheduling the hardware for over four thousand doors on the Elysian project. Modern sleek aesthetics were a top priority for architects Wilson Architecture whose watchwords for the development were space and luxury. This made concealed closers the obvious choice since they are not visible when the door is closed, avoiding the somewhat institutional and ungainly appearance of overhead closers. TIS selected the Astra 3000 series closers because they had worked very successfully with Astra before and because, with full adjustability, they were powerful enough to handle the doors' weight and width.

"Nearly every single door on this project has a concealed closer," says AI Kevin O'Leary. "I had previously used Astra snap concealed closers before but wanted to offer the client something new and powerful enough for the circumstances." This project was one of the first projects for the Astra 3000 Series and so Astra offered TIS a full back up service. "Astra was a great support to us on this, our biggest ever project," says Kevin. "Regular site visits ensured that the project ran smoothly."



WHAT A PICTURE!

Nestled within a 19th century walled garden, Ockenden Manor Spa combines contemporary aesthetics with picturesque natural surroundings. Throughout the interior, the fixtures and fittings have been carefully specified to create a peaceful, luxurious environment – with doors from Leaderflush Shapland providing the finishing touch.

Architect, John Cooper of John Cooper Associates Ltd, specified doorsets from Leaderflush Shapland to meet the multiple environmental, aesthetic and hygiene requirements of the project.

"As a company, we specialise in upmarket and boutique hotel projects, so I was already familiar with Leaderflush Shapland's sister company, Longden Doors," comments John. "For Ockenden Manor Spa, I wanted something unique that would give the project a really contemporary edge and the Envision doors from Leaderflush Shapland were exactly what I was looking for. The quality of the products is excellent and the service we received throughout the whole process was fantastic – I will definitely be using them again in future projects."

Envision is a translucent door facing material that enables photographic

images to be incorporated into a factory-assembled doorset. Any image or design can be digitally reverse printed and encapsulated behind 2mm of the material, providing long lasting protection against wear. In this instance, John commissioned a local photographer to take images of the surrounding forest, creating a striking focal point that links the tranquil spa interior to the picturesque setting.



mailboxesgb



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portsmouth

historic dockyard

ALL SHIP-SHAPE

Bespoke doorsets from ASSA ABLOY Security Doors have been used to secure a purpose-built museum at the Portsmouth Historic Dockyard, which houses a wooden hull that was submerged for 437 years.

Housed in the new Mary Rose museum constructed over a dry dock, the ship was rediscovered in the 1960s, and has been sprayed for the last 18 years with a chemical to preserve its fragile timbers. Displayed behind glass windows, visitors will be able to view the historic hull early next year, when the museum opens to the public.

The corridors surrounding the viewing windows to the ship will play host to the many thousands of artefacts recovered from the hull, with automatic sliding glass doors, provided by ASSA ABLOY Security Doors, controlling access between the various sections of the museum open to the public. Security Lower Deck doors also supplied by ASSA ABLOY Security Doors, help to maintain access to the lower deck level that provides essential services to maintain the ships condition.



london

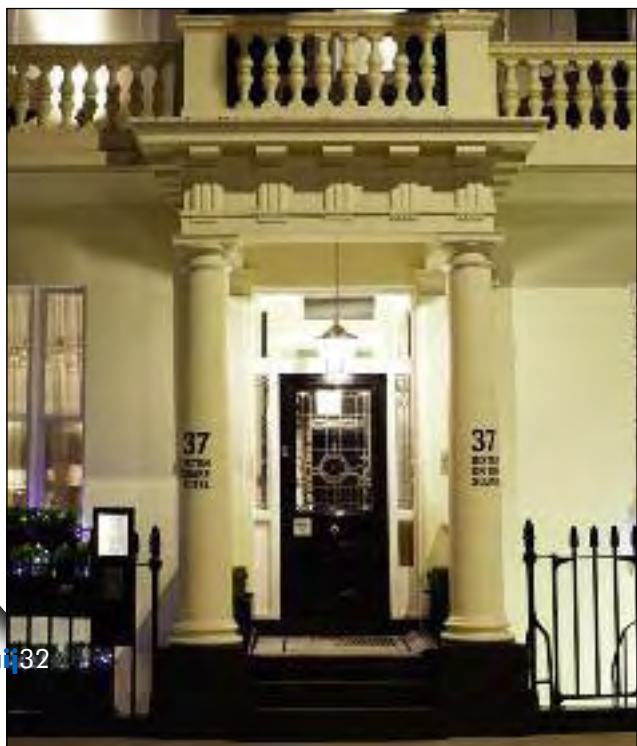
eccleston square

HIGH TECH HOTEL

At London's most technologically advanced hotel, the correct specification of materials was of the utmost importance and an automatic door from DORMA was specified for the main entrance.

Main contractor Urban Fabrik were required to create the right first impression with the entrance door for the conversion of two Grade II listed Georgian buildings into the state-of-the-art Eccleston Square Hotel. The challenge was to bring together the historic façade with a timeless interior to create an elegant fusion of old and new, whilst meeting the requirements of Approved Document M. As part of this, the choice of door control not only had to provide safe, secure and reliable access but also had to be slimline and unobtrusive, so that nothing was visible from the outside.

To meet these requirements, DORMA supplied its ED 250A, an automatic electromechanical swing door operator with DORMA's Wind Load Control. Even under strong wind conditions the ED 250A intelligently recognises and compensates wind loads of up to 150 N, generating double the closing force of similar automatic swing door operators.



hampshire

treloar school & college

LOVE AT FIRSTSITE



GEZE UK, has created a highly unusual, all-glass dual entrance for firstsite, a world-class contemporary visual arts organisation in Colchester.

The golden crescent-shaped building, by Uruguayan architect Rafael Viñoly, has a spectacular front portico that rises to 11 metres high and uses full-height glazing. Designing a bespoke multi-purpose entrance that would form part of this iconic glass façade, GEZE UK and glazing specialists FA Firman created a set of automatic sliding doors within a set of much larger manual swing doors.

GEZE UK's complex brief included both strict aesthetic requirements and challenging practical needs. The entrance had to be as seamless as possible, minimise heat loss, yet be big enough to allow large sculptures and art exhibits to be transported in and out of the building as well as being easily accessible for all visitors.

Two giant pivoted glass door leaves were installed, each with a smaller door leaf cut out within it. Single Slimdrive SL operators were then fixed through glass onto each smaller door leaf. These were then interfaced to work as a pair, so the smaller doors automatically slide apart as visitors approach, providing easy access for all and minimal heat loss. When the larger doors are required, the power can be quickly disconnected with the automatic doors open. Each giant door leaf can then be swung open, manually, as required.

■ EXIT HARDWARE

NEW TOUCHBAR RANGE FROM HOPPE

HOPPE has launched a new Touch bar range: a collection of exit hardware that combines architectural styling with top performance characteristics for all applications.

The range includes a Single Panic Bar, a Panic Latch, a Combination Unit for Double Rebated Doors and a lever handle Outside Access Device. The lever handle outside access device can also be used in conjunction with the HOPPE 800 series range of panic and emergency exit hardware. All comply with the relevant standards and are suitable for use in open public areas in accordance BS EN 1125: 2008.

The main feature of the design is the tactile Touch Bar which covers a door's width making it easy to locate and comfortable to grip. It allows immediate escape when pressure is applied to any point on the bar, which is critical when it's being used in applications where users are unfamiliar with their surroundings and need to escape fast in an emergency.



■ CALL FOR MORE FLEXIBLE APPROACH

WINNING COMBINATION

Architectural hardware manufacturer, Samuel Heath has called for architectural ironmongers to consider a more flexible approach to their clients' needs when it comes to offering solutions for door hardware specifications.

Samuel Heath's sales director, Martyn Whieldon, explains, "Architects and interior designers are constantly seeking ways in which they can add style and individuality to their projects.

"Most manufacturers only supply door hardware as standard suites of styles and finishes. For example, a polished brass door knob will be supplied with a polished brass rose in a single box. Consequently, the architectural ironmonger has been used to making recommendations along similar lines; namely, that the designer can have what is supplied in the manufacturer's box.

"More recently, however, we have seen a growing trend towards combining different finishes of levers, knobs and roses, and it is something that the savvy architectural ironmonger can take advantage of by thinking outside of the standard hardware box."

Samuel Heath believes that it is uniquely placed to satisfy this move towards combining finishes, thanks to the fact that the company manufactures and finishes all of its door hardware components at its



factory in Birmingham. This enables the company to offer non-standard product combinations in a timely fashion without the dangers of relying on imported supplies.

Martyn Whieldon continues, "We have seen some beautiful results achieved by combining a matt finished rose with a gloss finished door knob on high quality doors.

■ ANTIMICROBIAL DOOR SEALS

INTEGRAL ANTIMICROBIAL PROTECTION



Door seal manufacturer Lorient has recently launched integral antimicrobial protection into its range of door seals for sound, smoke, fire and thermal containment as standard, including – Finesse™, DS, Batwing® and plain fire seals. In addition Lorient is now introducing integral antimicrobial protection into a number of other products within its fire resistant glazing systems, and fire and smoke resistant dampers/ air transfer grilles ranges.

Bacteria is usually transmitted by direct skin to skin contact, but it can live on common surfaces such as doors; and its ironmongery including door seals, air transfer grilles, and glazing systems etc and hygiene is of paramount importance in public buildings such as hospitals and care homes.

Products that now incorporate antimicrobial protection include Lorient's vision intumescent style air transfer grilles LVV40 and LVC40, which can be used to provide up to 60 minutes fire resistance for fire and hot smoke; as well as Lorient's versatile 60 minute fire resistant glazing system – RF1®.

MECHANICAL DIGITAL LOCKS

PANIC OVER

Securefast has now launched a range of Mechanical Digital Locks designed to operate with the Traditional Style and Touch Bar range of Panic & Emergency Exit Hardware, as an alternative to the key operated Outside Access Devices.

Securefast Digital Locks offer keyless entry and have been mechanically tested with the Securefast Panic and Emergency Latches to EN1125 / 179:2008, fire rated for use on fire doors, and salt spray tested to 240 hours, enabling them to be used on external doors.



All the Digital Locks use the 'Easy Code Change' so that the code can be easily changed using a flat screwdriver on the back of the mechanism outside unit.

Each of the Mechanical Digital Locks are supplied with an appropriate spindle to connect to the inside panic hardware device, have a non-sequential code and a neoprene seal for the outside unit.

The range of digital locks available have a number of features and benefits including options with a Free Passage Mode, a stylist lever handle or knob on the outside unit and either 10, 11 or 13 digital combination buttons.

ANTI-SNAP CYLINDERS

NEW CYLINDERS ARE A SNAP FROM ALDRIDGE

The new Kite anti-snap range, part of the Asec brand from Aldridge, includes cylinders offering a TS 007 1 Star rating, which will give protection and reassurance to end users. The cylinders which are anti-snap, anti-bump, anti-pick and anti-drill are compliant with the BS Kitemark to guarantee quality and safety.

In addition to the cylinders the range includes security door handles which have a TS 007 2 Star rating. When combining the cylinders and door



furniture the Star rating increases to 3 Star providing the ultimate protection and ensuring the highest security.

The Euro cylinders, which are available in Key & Turn, Half Euro and Key & Key, are compliant to the British Standard BS EN 1303:2005, to offer greater flexibility and increased keying alike options, non Kitemarked Rim & Screw in cylinders are also available. In addition they are Grade 1 fire resistant making the cylinders ideal for use on fire doors.

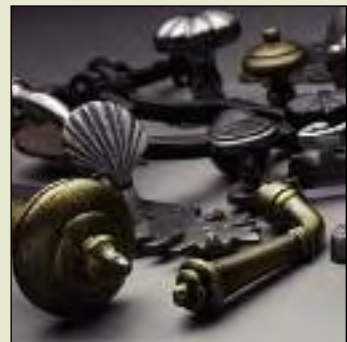
DOOR FURNITURE

BRINGING FRENCH STYLE TO LIFE

The Génifer Collection is a gorgeous range of hand finished door furniture, designed in France and crafted in a 100-year old foundry. Inspired by the eclectic and elegant designs found in France's country houses and chateaux, the Génifer Collection is being exclusively distributed to the UK market by DAD Ltd.

Each style in the Génifer Collection reflects a different period or style in French architectural history from Art Nouveau to mediaeval, via Louis XIV style. As well as lever and knob sets and pull handles, the Génifer Collection includes hinges, bolts, escutcheons, espagnolettes, roses, bolts, thumb latches and door knockers to dress any door in beautiful style.

Each of the styles can be selected in a variety of hand-applied finishes: Antique Iron, Dark Pewter, Gold Plated, Hammered Brass, Matt Black, Mill, Polished Brass, Polished Iron, Silver Plated, Weathered and Antique Brass. This gives every style a completely different look depending on the finish selected - from deep patinas to the brilliantly burnished. This is matched by the feel of the hardware - a solid tactile touch which can only be achieved by solid, cast metal: Génifer products are all made from solid brass or cast iron.

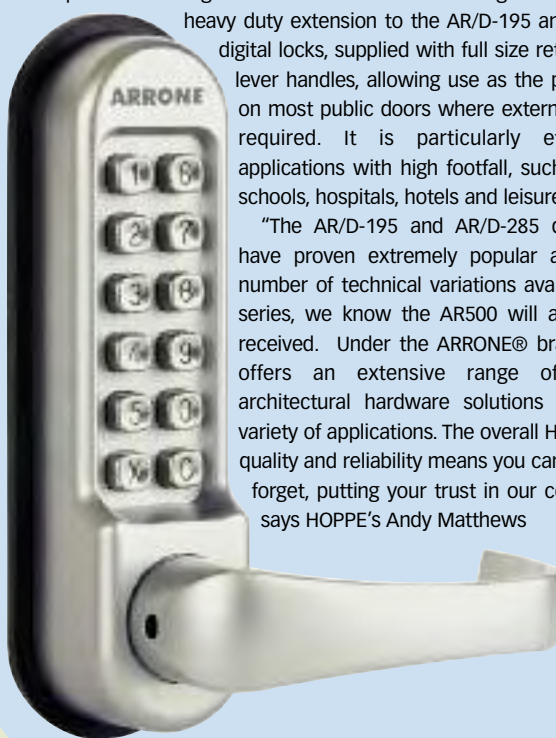


DIGITAL LOCK RANGE

DIGITAL AGE

HOPPE is bringing to the market the AR500 Series Digital Lock range, the latest product offering from the ARRONE® brand range. The range is a heavy duty extension to the AR/D-195 and AR/D-295 digital locks, supplied with full size return to door lever handles, allowing use as the primary lock on most public doors where external access is required. It is particularly effective in applications with high footfall, such as offices, schools, hospitals, hotels and leisure facilities.

"The AR/D-195 and AR/D-285 digital locks have proven extremely popular and, with a number of technical variations available in the series, we know the AR500 will also be well received. Under the ARRONE® brand, HOPPE offers an extensive range of its own architectural hardware solutions for a wide variety of applications. The overall HOPPE brand quality and reliability means you can just fit and forget, putting your trust in our certification," says HOPPE's Andy Matthews



■ TRADITIONAL KEY OPERATED LOCKS

TRADITION STILL SELLS

A multipoint locking system that was originally produced for the Polish market has found a new lease of life with the growth in demand for composite doors. The Garrison multipoint lock from ERA is now meeting a growing demand for traditional key-operated locks which offer a high level of security.

Garrison is a high-security locking system suitable for composite, timber and metal-hinged swing doors and it is developments in the composite door market in particular that have fuelled growth in demand. Guaranteed for 10 years, Garrison is based on a shoot-bolt design and consists of a four-point locking system activated by key cylinder operation. The central locking mechanism deploys four security bolts with a throw of 20mm, activated by a two-stage key turn. Twin high-security bolts are positioned top and bottom of the lock for enhanced burglary resistance and an independent auxiliary locking mechanism with three security bolts can be activated by an independent cylinder key operation, again with a two-stage key turn. The latchbolts are operated by either a downward movement of the handle or half key turn and the security bolts are deadlocked once fully thrown.

Available as 50mm, 55mm and 65mm backsets, the Garrison accepts 72mm unsprung handles and euro profile cylinders with a facility to accept bolt-through furniture. It is supplied with a choice of one-piece keep or multi keeps. Single-point gearboxes are also available.



■ VERSATILE PADLOCKS

SPORTING CHANCE

ABUS HAS LAUNCHED new T65AL30 & 40 'mySport' padlock range: fun and versatile padlocks feature a high precision printed durable surface showing four attractive images making them perfect for the sports market.

The 65 'mySport' range is the obvious padlock choice for the sporting enthusiast but behind the façade is a robust and durable padlock suitable to meet the needs of day to day life. The hardened steel shackle has double bolted locking, and the paracentric rust free 5 pin tumbler keyway gives optimum picking resistance. Its precision extruded pure aluminium lock body is both light and strong, and the nano-protected shackle provides extreme corrosion resistance making it perfect for sporting facilities, both indoors and out.



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NEXT ISSUE

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All adverts are accepted subject to approval from a Technical Approval Committee

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At Ingersoll Rand we are continually striving to introduce new products to complement our existing ranges. Over the forthcoming months we will be introducing several new products under the Briton brand to provide additional functionality and greater choice to our already comprehensive product portfolio.

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Briton 9360 Electronic Digital Lock, ideal for both new or retrofit projects

Briton 2800 CE Marked floor springs, a cost effective range designed to suit most of today's applications



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